
**Annual
Report**

1972



Northern Electric Company, Limited

Northern Electric Company, Limited

Montreal, Canada

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Northern Electric Company, Limited

Consolidated Results in Brief

	1972	1971
Sales	\$534,313,000	\$576,296,000
Net Earnings	20,098,000	12,611,000
Net Earnings Per Share		
Before Extraordinary Items	11.20	6.96
After Extraordinary Items	11.09	6.96
Dividends	11,781,000	11,832,000
Dividends Per Share	6.50	6.53
Capital Expenditures	19,539,000	21,883,000
Working Capital	175,249,000	176,861,000
Employees* (31 December)	20,787	23,230

*Includes all Subsidiaries and Bell-Northern Research Limited, an affiliate.

Northern Electric Company, Limited

Directors

*Ewart O. Bridges

*A. Jean de Grandpré, Q.C.
President
Bell Canada

Georges L. Demers, Q.C.
President
Sterling Securities & Agencies Limited

J. Douglas Gibson
Economic Consultant

*Arnold J. Groleau
Executive Vice-President
Administration
Bell Canada

Robert S. Hurlbut
President
General Foods Limited

*Herbert H. Lank
Director
Du Pont of Canada Limited

Walter F. Light
Executive Vice-President
Operations
Bell Canada

*John C. Lobb

*Vernon O. Marquez

J. Angus Ogilvy, Q.C.
Senior Partner
Ogilvy, Cope, Porteous, Hansard,
Marler, Montgomery & Renault

Charles Perrault
President
Conseil du Patronat du Québec

*Gérard Plourde
Chairman of the Board
U.A.P. Inc.

*Robert C. Scrivener
Chairman of the Board and Chief Executive Officer
Bell Canada

Changes in Directors

Mr. E. C. Wood retired from the Board in 1972 having reached the age limit for service on the Board of Directors.

Messrs. A. G. Lester and M. Vincent also retired in 1972 from the Board, and Mr. G. Maxwell Bell tendered his resignation due to illness.

Your Board wishes to express its sincere appreciation to Messrs. Wood, Lester and Vincent for their contribution during their respective terms as Directors.

Your Board also wishes to express its deep regret at the death of Mr. G. Maxwell Bell which occurred a short time after his resignation.

Mr. R. S. Hurlbut, President of General Foods Limited, of Toronto, and Mr. W. F. Light, Executive Vice-President Operations, Bell Canada, Montreal, were elected to the Board at the last Annual Meeting.

Mr. J. D. Gibson of Toronto joined the Board in September 1972.

Northern Electric Company, Limited

Officers

Chairman of the Board and Chief Executive Officer

Vernon O. Marquez

President

John C. Lobb

Executive Vice-Presidents

Ewart O. Bridges

Switching & Transmission

Richard F. Doyle

Finance

W. Ritchie Johnston

Apparatus & Cable

Kenneth H. Woodley

Staff

Vice-Presidents

John R. Houghton

Administration

John A. Paré

Personnel

Richard A. Fortier

Industrial Relations

André A. Lavallée

Finance

W. Leonard Glasspoole

Controller

J. Bruce Hutchinson

Manufacturing

Walter C. Bengert

Technology

Gaston R. Boyer

Controller — International

Charles G. Millar

Switching

William A. Thompson

Apparatus

William J. Pardy

General Manager — Cable & Outside Plant Division

Quentin R. Ball

Corporate Secretary and Counsel

Joyce A. Borden Reed

Treasurer

Bruce S. Russel

Retirements During 1972

Raymond C. Smythe

Vice-President

Internal Promotions (Officer Rank) During 1972

Kenneth H. Woodley

Executive Vice-President — Staff

W. Ritchie Johnston

Executive Vice-President — Apparatus & Cable

William A. Thompson

Vice-President — Apparatus

Charles G. Millar

Vice-President — Switching

Bruce S. Russel

Treasurer

New Appointments to Officer Rank During 1972

Richard F. Doyle

Executive Vice-President — Finance

Richard A. Fortier

Vice-President — Industrial Relations

Report to Shareholders

for the Fifty-ninth Year of Operations ended 31 December 1972

Sales and Earnings

Consolidated sales for 1972 were \$534,313,000 as compared to \$576,296,000 in 1971. Net earnings after tax for 1972 were \$7,487,000 greater than for 1971. The drop in sales was due to phasing out of various lines that had been unprofitable for some years.

	Sales	Earnings
1971	\$576,296,000	\$12,611,000
1972	534,313,000	20,098,000

Northern Electric Operations

Operations of Northern Electric and Northern Electric Distribution Company Limited (NEDCO), a Canadian distribution subsidiary formed in 1972, produced sales of \$515,000,000 and earnings of \$21,000,000. All divisions were operating profitably by year-end.

Subsidiary Operations

Northern Telecom Inc., the Company's wholly owned U.S. subsidiary, reported sales of \$27,000,000 and earnings of \$1,600,000 in its first full year of operations. 88% of sales were exports from Canada. A new plant was set up at Port Huron, Michigan to manufacture telephone sets and accounted for the balance of sales.

NEDCO, a wholly owned subsidiary, was organized to take over the operations of the former Distribution Sales Division of the Company. Reorganization, new management and improved economic conditions sharply improved earnings, despite a deliberate cutback of over \$20,000,000 in unprofitable profit lines.

Northern Electric Telekomünikasyon A.Ş., a 51% owned Turkish subsidiary, has signed a new five year contract with the Turkish Government for the sale of switching equipment and telephone sets. This subsidiary will contribute significantly to earnings for the first time in 1973. In this connection, products and services are to be purchased by the Turkish Government from Northern Electric for a contract price of \$36,000,000.

Microsystems International Limited, a 60.4% owned Canadian subsidiary, reported losses of \$4,200,000 as compared to losses of \$6,400,000 in 1971.

Nevron Industries Company Limited, a wholly owned Canadian venture capital subsidiary, was organized late in 1972 with issued capital of \$5,000,000.

The inactive Greek subsidiary was closed.

Operations Outside North America

In addition to exports made to the Turkish subsidiary, Northern Electric engages in regular exports of cable and apparatus. Major switching projects, financed by Canadian Government agencies, are undertaken from time to time. With one exception, offshore activities are now profitable.

An important obstacle to exports is the technical difference between North American and European telecommunications standards. A major redesign of crossbar switching was necessary to enter Turkey. The Company is studying the potential of the EEC market as well as other parts of the world. The importance of the EEC market may justify engineering efforts and the building of assembly plants somewhere in Europe.

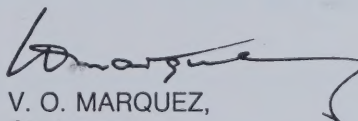
The Future

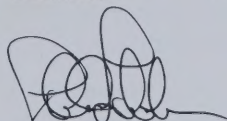
Continued successful operations will depend on improved control of manufacturing costs and on improved flow of new products. Improved use of research and development expenditures means more and better products per sales dollar and increased earnings.

World competition is formidable. Japanese manufacturers, all on North American standards, are especially aggressive. Other important competition comes from Sweden, Germany and the U.S. All major competitors are multinational corporations.

Management believes that Northern Electric has the research and manufacturing base and the human resources to become Canada's most important technologically based multinational company.

On behalf of the Board


V. O. MARQUEZ,
Chairman


JOHN C. LOBB,
President

16 February 1973

Northern Electric Company, Limited

Condensed Statement of Earnings for the year ended 31 December 1972

(with comparative figures for the year ended 31 December 1971)

(Microsystems International Limited, incorporated in 1969, is shown separately to highlight the effect of its operations on consolidated results for the year)

	1972 (thousands of dollars)	1971 (thousands of dollars)
Northern Electric Company, Limited and Subsidiary Companies excluding Microsystems International Limited		
Sales	\$526,470	\$574,754
Cost of Sales including Selling and General Administrative Expenses	452,951	514,490
Earnings from Operations before deducting Research and Development Expenses	73,519	60,264
Research and Development Expenses	23,901	23,846
	49,618	36,418
Interest Charges less Income from Investments	3,171	4,211
Earnings before Underlisted Items	46,447	32,207
Provision for Income Taxes	23,608	15,703
	22,839	16,504
Minority Interest in Net Earnings of Subsidiary Company	11	25
Earnings before Extraordinary Items	22,828	16,479
Extraordinary Items	197	—
Net Earnings for the Year	22,631	16,479
Microsystems International Limited		
Net Loss for the Year (Excluding Minority Interest)	2,533	3,868
Consolidated Earnings for the Year	\$ 20,098	\$ 12,611

Northern Electric Company, Limited

Consolidated Statement of Earnings for the year ended 31 December 1972

(with comparative figures for the year ended 31 December 1971)

	1972 (thousands of dollars)	1971 (thousands of dollars)
Sales	\$534,313	\$576,296
Cost of Sales including Selling and General Administrative Expenses (Notes 2 and 3)	460,464	517,640
Earnings from Operations before deducting Research and Development Expenses	73,849	58,656
Research and Development Expenses	28,039	29,677
	45,810	28,979
Income from Investments	2,080	1,309
	47,890	30,288
Interest Charges		
Long Term Debt	5,328	5,439
Bank and Other	308	279
	5,636	5,718
Earnings before Underlisted Items	42,254	24,570
Provision for Income Taxes (Note 4)	23,608	14,470
	18,646	10,100
Minority Interest in Net Loss of Subsidiary Companies	1,649	2,511
Earnings before Extraordinary Items	20,295	12,611
Extraordinary Items (Note 5)	197	—
Net Earnings for the Year	\$ 20,098	\$ 12,611
Net Earnings per Share before Extraordinary Items	\$11.20	\$6.96
Net Earnings per Share after Extraordinary Items	\$11.09	\$6.96

Consolidated Balance Sheet as at 31 December 1972

(with comparative figures as at 31 December 1971)

	Assets	
	1972 (thousands of dollars)	1971
Current		
Cash	\$ 2,571	\$ 7,229
Short Term Investments at cost (approximates market value)	49,726	20,191
Accounts Receivable		
Affiliated Companies	32,504	39,819
Other	52,960	64,676
Property Held for Sale and Leaseback at cost	—	8,282
Inventories (Note 6)	112,545	112,161
Prepaid Expense	1,739	1,275
Deferred Income Taxes (Note 7)	8,064	6,526
	<u>260,109</u>	<u>260,159</u>
Investment in Affiliated and Associated Companies at cost	5,549	5,049
Other Investment at cost	1,000	600
Plant and Equipment at cost		
Land and Buildings	54,542	50,026
Machinery and Equipment	182,986	179,993
	<u>237,528</u>	<u>230,019</u>
Less: Accumulated Depreciation	128,415	124,362
	<u>109,113</u>	<u>105,657</u>
Deferred Charges	664	702
Total Assets	<u>\$376,435</u>	<u>\$372,167</u>

On behalf of the Board of Directors:

Arnold J. Groleau, Director.

J. Angus Ogilvy, Q.C., Director.

Northern Electric Company, Limited

(Incorporated in 1914 under The Canada Corporations Act)

	Liabilities	
	1972 (thousands of dollars)	1971
Current		
Due to Banks	\$ 4,683	\$ 4,656
Accounts Payable and Accrued Liabilities		
Affiliated Companies	2,490	4,503
Other	59,495	59,239
Taxes Payable	15,809	12,857
Long Term Debt Instalments due within one year (Note 8)	2,383	2,043
	<u>84,860</u>	<u>83,298</u>
Long Term Debt (Note 8)	73,519	77,087
Deferred Income Taxes (Note 7)	20,501	20,896
Minority Interest in Subsidiary Companies	5,468	7,116
	<u>184,348</u>	<u>188,397</u>
 Shareholders' Equity		
Capital Stock		
Authorized — 2,250,000 Shares of no par value		
Issued — 1,812,500 Shares	113,975	113,975
Contributed Surplus (Note 9)	7,357	7,357
Retained Earnings	70,755	62,438
	<u>192,087</u>	<u>183,770</u>
Total Liabilities and Shareholders' Equity	<u>\$376,435</u>	<u>\$372,167</u>

W. L. Glasspoole, C.A., Vice-President, Controller

Northern Electric Company, Limited

Consolidated Statement of Retained Earnings for the year ended 31 December 1972

(with comparative figures for the year ended 31 December 1971)

	1972 (thousands of dollars)	1971 (thousands of dollars)
Balance at Beginning of Year	\$ 62,438	\$ 61,659
Net Earnings for the Year	20,098	12,611
	82,536	74,270
Deduct: Dividends Paid	11,781	11,832
Balance at End of Year	<u>\$ 70,755</u>	<u>\$ 62,438</u>

Consolidated Statement of Source and Application of Funds

for the year ended 31 December 1972

(with comparative figures for the year ended 31 December 1971)

	1972 (thousands of dollars)	1971 (thousands of dollars)
Source of Funds		
Operations:		
Net Earnings	\$ 20,098	\$ 12,611
Items not requiring funds		
Depreciation and Miscellaneous	13,086	11,723
Deferred Income Taxes	(247)	274
	32,937	24,608
Minority Interest in Net Loss of Subsidiary Companies	(1,649)	(2,511)
	31,288	22,097
Proceeds from sale of fixed assets after deducting gain included in Net Earnings (Note 5)	3,036	6,478
Deferred Income Taxes — Prior Period	(148)	7,728
Capital Contribution by Minority Shareholders in Subsidiary Company	—	208
Decrease in Working Capital	1,612	4,629
	<u>\$ 35,788</u>	<u>\$ 41,140</u>
Application of Funds		
Expenditures for Plant and Equipment	\$ 11,617	\$ 21,883
Property previously Held for Sale and Leaseback transferred to Plant and Equipment	7,922	—
Net Reduction of Long Term Debt	3,568	1,826
Dividends	11,781	11,832
Investment in Affiliated and Associated Companies	500	4,999
Other Investment	400	600
	<u>\$ 35,788</u>	<u>\$ 41,140</u>

Northern Electric Company, Limited

Notes to the Consolidated Financial Statements 31 December 1972

Note 1 Principles of Consolidation The consolidated financial statements include the accounts of Northern Electric Company, Limited ("Northern Electric") and all subsidiary companies.

Note 2 Depreciation Depreciation on plant and equipment amounted to \$13,047,000. Depreciation is calculated on the straight-line method using rates based on the expected useful lives of the assets.

Note 3 Remuneration of Directors and Officers During the year 1972, there were 18 Directors of the Company whose aggregate remuneration as such was \$77,000. Certain of them were Directors of subsidiary companies; as such their aggregate remuneration was: from Microsystems International Limited ("Microsystems") \$4,000; and from Nevron Industries Company Limited, \$1,000.

The Company had 22 Officers during 1972, and their aggregate remuneration as Officers was \$1,046,000. Three of the Officers served also as Directors of the Company.

Note 4 Provision for Income Taxes Possible future reductions in income taxes relating to losses carried forward in certain subsidiary companies have not been taken up in the accounts as the date of their realization cannot, as yet, be determined.

Note 5 Extraordinary Items

(A) Provision for cost due to relocation of manufacturing operations, less applicable income taxes of \$2,704,000	\$2,882,000
(B) Gain on sale of land, building and equipment (at independent appraisal value of \$5,050,000) to Bell Canada, the parent company, less applicable income taxes of \$99,000	2,685,000
	<u>\$ 197,000</u>

Note 6 Inventories Inventories are valued at the lower of cost and net realizable value except for copper in raw materials and in work-in-process which is valued on a base-stock method.

Note 7 Deferred Income Taxes The accumulated deferred income taxes have been segregated in the balance sheet as between current and non-current according to the classification of the assets and liabilities to which they relate. Year 1971 has been restated accordingly.

Note 8 Long Term Debt

	Authorized and Issued	Redeemed	Purchased not Cancelled	Outstanding	
				Current Liability	Long Term Debt
Sinking Fund Debentures					
4½ % due 1 November 1976	\$20,000,000	\$12,000,000	\$ 1,107,000	\$ —	\$ 6,893,000
5½ % 1962 Series due 15 December 1982	20,000,000	6,000,000	1,000,000	—	13,000,000
6¼ % Series C due 15 April 1986	15,000,000	1,500,000	686,000	64,000	12,750,000
9½ % Series D due 30 April 1990	40,000,000	2,400,000	—	1,200,000	36,400,000
	<u>\$95,000,000</u>	<u>\$21,900,000</u>	<u>\$ 2,793,000</u>	<u>1,264,000</u>	<u>69,043,000</u>
Other long term debt				1,119,000	4,476,000
				<u>\$ 2,383,000</u>	<u>\$73,519,000</u>

Annual repayment requirements for each of the five years following 1972 are:
1973 \$2,383,000, 1974 \$4,962,000, 1975 \$5,069,000,
1976 \$9,069,000, 1977 \$4,067,000.

Note 9 Contributed Surplus

Contributed surplus represents the gain arising on consolidation from the public issue in 1970 of common shares of Microsystems.

Note 10 Plan for Employees' Pensions

The latest actuarial valuation of the Plan established an unfunded pension cost of \$30,239,000 at 31 December 1969. Subsequent payments to reduce this amount have been more than offset by the increase in the unfunded pension cost arising from increased wage levels, so that the unfunded pension cost is estimated to be \$40,028,000 at 31 December 1972. This amount is being funded by regular payments which will terminate in 1990. These payments are charged to operations in the years they are made.

Note 11 Commitments

Material contractual obligations in respect of long term property leases amounted to \$25,795,000 at 31 December 1972. Related rentals incurred for the year ended 31 December 1972 amounted to \$1,914,000. The minimum amount applicable to the five years subsequent to 31 December 1972 is \$11,025,000 of which \$2,201,000 is applicable to the year 1973.

Northern Electric, in 1970 subscribed and agreed to pay for, over a period ending 31 December 1973, an additional 1,950,000 common shares of Microsystems at a price of \$10 per share. As at 31 December 1972, Northern Electric had purchased 450,000 common shares and advanced \$10,000,000 in respect of this subscription. The quoted market price of the Microsystems shares at 31 December 1972 was \$10 per share.

**Note 12 Restriction on Payment
of Dividends**

Under the terms of the Trust Agreement in respect of the 9½ % Sinking Fund Debentures, Series D, due 30 April 1990, Northern Electric undertook not to make any distributions to or for the account of its common shareholders if the aggregate amount of such distributions, subsequent to 31 December 1969, exceeds the aggregate of:

- (A) The net earnings of Northern Electric and its subsidiaries other than Microsystems subsequent to 31 December 1969;
- (B) The net proceeds to Northern Electric of the issue of any shares of its capital stock subsequent to 31 December 1969; and
- (C) \$10,000,000.

At 31 December 1972, the total amount available for distribution was \$25,976,000.

**Note 13 Microsystems
International Limited
Canadian Government
Conditional Grants**

To 31 December 1972, \$25,184,000 had been claimed by Microsystems of which \$5,348,000 was in respect of capital expenditures. Should the cumulative earnings of Microsystems (after deduction of losses) before income taxes be in excess of 10% of the cumulative sales of all products except discrete components, then these grants will be repayable, without interest, from the cumulative earnings in excess of 10% of such sales.

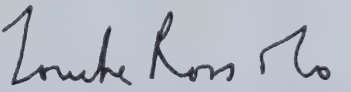
Auditors' Report

The Shareholders,
Northern Electric Company, Limited

We have examined the consolidated balance sheet of Northern Electric Company, Limited and its subsidiaries as at 31 December 1972 and the consolidated statements of earnings, retained earnings and source and application of funds for the year then ended. Our examination included a general review of the accounting procedures and such tests of accounting records and other supporting evidence as we considered necessary in the circumstances.

In our opinion these consolidated financial statements present fairly the financial position of the companies as at 31 December 1972 and the results of their operations and the source and application of their funds for the year then ended, in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

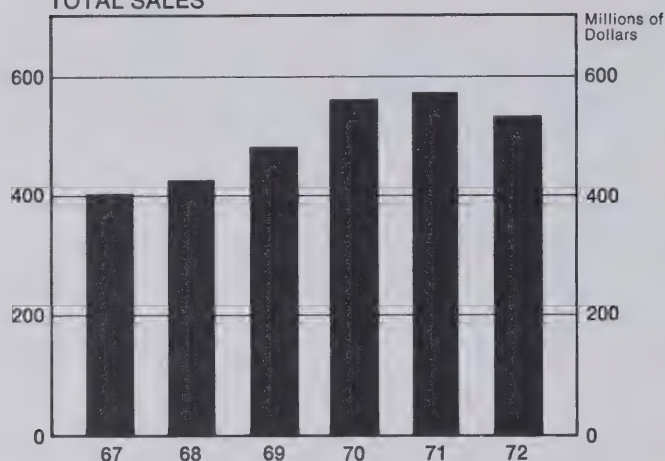
Montreal, Que.
9 February 1973.


Chartered Accountants

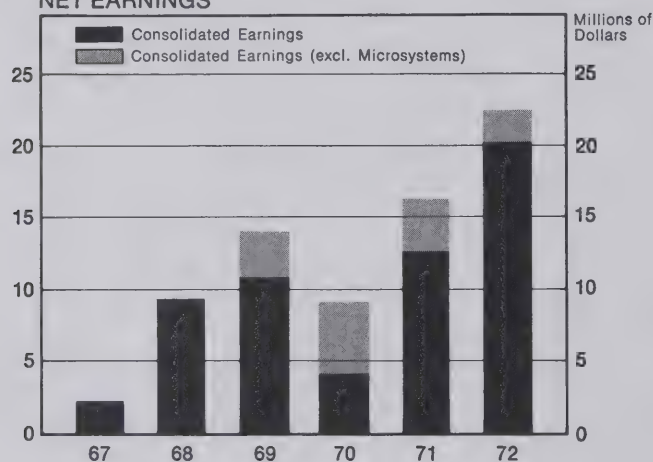
Northern Electric Company, Limited

Consolidated Ten-Year Review

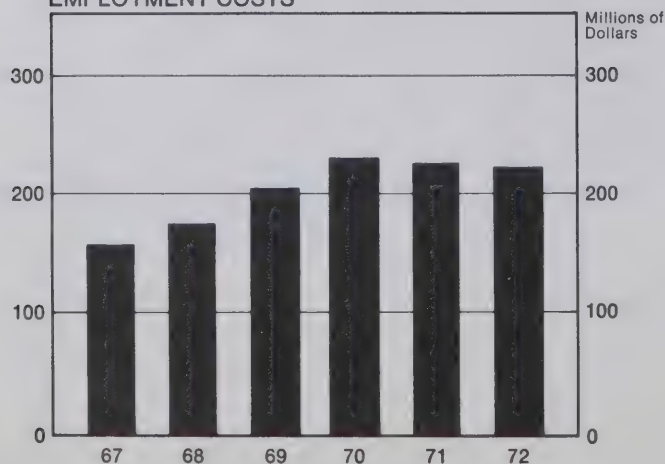
TOTAL SALES



NET EARNINGS



EMPLOYMENT COSTS



Earnings and Related Data

Total Sales	534.3
Sales of Company Manufactured Products	451.5
Depreciation on Plant and Equipment	13.0
Research and Development Expenses	28.0
Interest Charges	5.6
Provision for Income Taxes	21.0
Net Earnings	20.1
Earnings per Sales Dollar (Cents)	3.8
Earnings per Share (Dollars)	11.09
Dividends per Share (Dollars)	6.50

Financial Position at 31 December

Working Capital	175.2
Plant and Equipment (At Cost)	237.5
Accumulated Depreciation	128.4
Capital Expenditures	19.5
Long Term Debt	73.5
Shareholders' Equity	192.1

Employees* (31 December)	20,787
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Employment Costs*

Payroll	199.0
Pension and Other Employment Costs	23.2
TOTAL	222.2

*Includes all Subsidiaries and Bell-Northern Research Limited an affiliate.

1971	1970	1969	1968	1967	1966	1965	1964	1963
(millions of dollars)								
576.3	563.6	482.5	426.3	403.3	400.2	358.1	328.1	314.8
475.9	463.9	390.7	345.3	308.1	284.1	249.6	232.3	223.6
11.7	12.4	10.5	9.9	8.6	7.9	6.4	7.4	8.0
29.7	31.0	25.9	21.7	23.8	22.6	16.4	13.0	9.6
5.7	5.1	3.6	2.7	2.7	2.7	1.9	1.8	1.9
14.5	5.3	9.8	5.6	—	.7	2.3	8.8	8.0
12.6	4.1	11.0	9.4	2.3	10.1	8.6	9.9	8.5
2.2	.7	2.3	2.2	.6	2.5	2.4	3.0	2.7
6.96	2.24	6.75	6.42	1.57	9.08	8.46	9.77	8.39
6.53	4.88	6.50	6.50	6.50	6.50	6.50	5.65	5.20
176.9	181.5	147.6	119.7	119.3	118.6	93.1	92.5	91.1
230.0	233.2	214.9	194.5	184.6	167.2	146.3	132.4	120.9
124.4	125.3	115.5	108.3	100.7	93.9	87.7	82.4	76.1
21.9	20.9	24.2	12.4	19.7	23.0	15.3	12.8	9.9
77.1	79.0	41.9	43.0	45.0	47.0	36.2	37.7	39.0
183.8	183.0	180.4	145.0	140.8	128.6	100.8	95.4	91.3
23,230	24,986	26,032	23,682	22,557	23,864	19,632	18,066	16,953
205.5	211.0	190.3	162.4	146.3	134.3	110.9	99.9	93.0
22.8	20.6	14.8	13.0	10.8	9.7	8.2	7.3	7.1
<u>228.3</u>	<u>231.6</u>	<u>205.1</u>	<u>175.4</u>	<u>157.1</u>	<u>144.0</u>	<u>119.1</u>	<u>107.2</u>	<u>100.1</u>

Northern Electric Company, Limited

Products Manufactured

Telephone Switching Systems

Electro-mechanical exchanges, local and toll
Electronic exchanges, local and toll
Private automatic branch exchanges
 electro-mechanical and electronic
Data switching
Centrex
Automatic call distribution
Intercom systems

Telecommunications Power Plants

24V, 48V and 130V power plants
Ringing and tone plants

Transmission Systems

Microwave radio
Satellite electronics
Carrier multiplex
Digital lines and banks
Voice frequency and program

Telephone Sets

Residential, coin and business telephone sets
Key telephone sets and systems
Hands-free telephone sets
Data input sets

Data Handling Equipment

Modems
Digital data sets

Apparatus

Ringers, cords, handsets, dials, couplers

Wires and Cables

Telecommunications wire and cables
Power wire and cables

Outside Plant

Loading coils, connectors,
 protectors, cable terminals, splice cases

Manufacturing Centres

Halifax, Nova Scotia
Saint John, New Brunswick
Montreal, Quebec
Montreal North, Quebec
Town of Mount Royal, Quebec
St. Laurent, Quebec
Lachine, Quebec
Lucerne, Quebec
Belleville, Ontario
Kingston, Ontario
Bramalea, Ontario
Toronto, Ontario
London, Ontario
Winnipeg, Manitoba
Regina, Saskatchewan
Calgary, Alberta

Subsidiary Companies

	Ownership
Microsystems International Limited Montreal, Canada	60.4%

Nevron Industries Company Limited Montreal, Canada	100.0%
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Northern Electric Distribution Company Limited Montreal, Canada	100.0%
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Northern Electric Telekomünikasyon Anonim, Şirketi Istanbul, Turkey	51.0%
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Northern Telecom Inc. Boston, Massachusetts, USA	100.0%
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Affiliated Company

Bell-Northern Research Limited Ottawa, Canada	49.0%
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Sales Offices and Warehouses

St. John's, Newfoundland
Halifax, Nova Scotia
Moncton, New Brunswick
Quebec, Quebec
Sherbrooke, Quebec
St. Hubert, Quebec
Montreal, Quebec
Ottawa, Ontario
Kingston, Ontario
Scarborough, Ontario
Toronto, Ontario
North York, Ontario
Mississauga, Ontario
Hamilton, Ontario
London, Ontario
Windsor, Ontario
Sudbury, Ontario
Thunder Bay, Ontario
Winnipeg, Manitoba
Regina, Saskatchewan
Saskatoon, Saskatchewan
Edmonton, Alberta
Calgary, Alberta
Vernon, British Columbia
Prince George, British Columbia
Kamloops, British Columbia
Vancouver, British Columbia
Victoria, British Columbia

